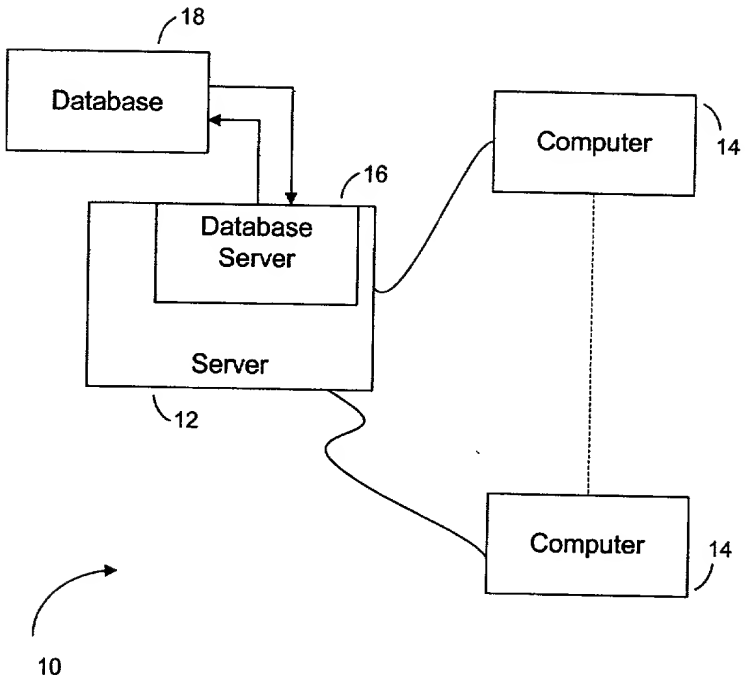
18
Database
Computer
14
16
Database
Server
Server
12
Computer
14
10

FIG. 1

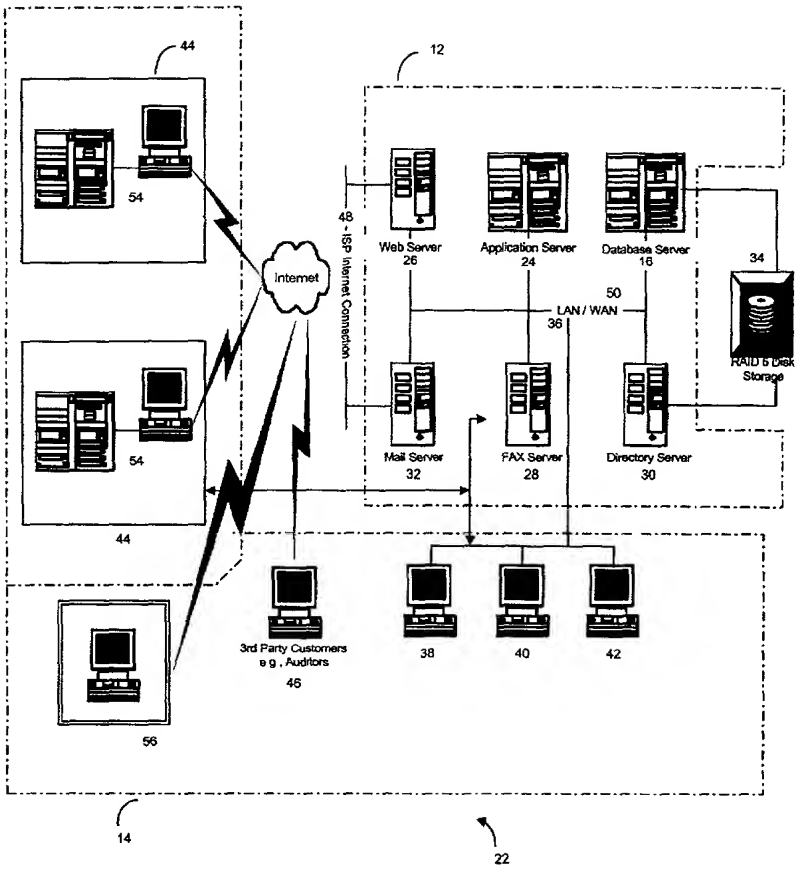
44
12
54
Internet
48 - ISP Internet Connection
Web Server
26
Application Server
24
Database Server
16
34
50
LAN / WAN
36
RAID 5 Disk
Storage
54
Mail Server
32
FAX Server
28
Directory Server
30
44
3rd Party Customers
e g , Auditors
46
38
40
42
56
14
22

FIGURE 2

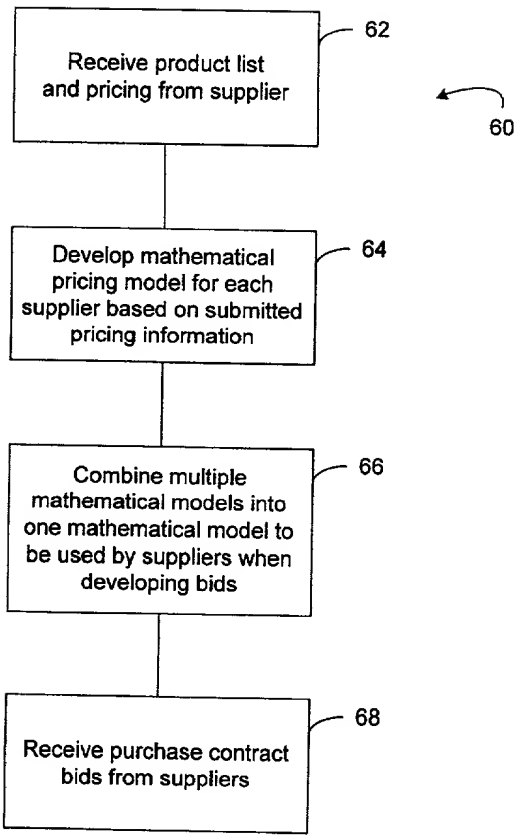
Receive product list and pricing from supplier
62
60
Develop mathematical pricing model for each supplier based on submitted pricing information
64
Combine multiple mathematical models into one mathematical model to be used by suppliers when developing bids
66
Receive purchase contract bids from suppliers
68

FIGURE 3

FIGURE 4

70

GE Vertical Dry Transformer Matrix Pricing Worksheet

Please complete the pricing matrix below and email this spreadsheet to *Gregory.Wyatt@indsys.ge.com*
If accurate generalizations can be made, such as "add X% for 80°C rise", "subtract X% for Al", etc this is acceptable. However, keep in mind that the relative pricing levels should have a high degree of accuracy (i e every price should be as competitive as the next) This matrix will be used to develop a pricing equation specifically for your company. These pricing equations, from each supplier, will be the basis for the final equation which will be offered in GE's SourceBid event The more accurate the initial matrix is, the more easily it will fit the final equation Therefore, it is in your company's best interest to utilize a pricing scheme that will be precise for each individual transformer.

The pricing matrix is intended to cover the following voltage and BIL levels:

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Voltage Rating	Primary (HV) voltages				Secondary (LV) voltages	
	30kV	45kV	60kV	95kV	10kV	30kV
	2400	2400	2400	12000	208	208
	4160	4160	4160	12470	240	240
	4800	4800	4800	13200	480	480
		6900	6900	13800		2400
		7200	7200			4160
		8320	8320			
			12000			
			12470			
			13200			
			13800			

72 74

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Assumptions: *(if any of these assumptions are incorrect for your company, please make note of this)*
Changing *only* the voltage level, while remaining in the same BIL class, does not affect price
Secondary voltages (LV) of 208v and/or 240v may not be available in higher kVA ratings (indicate by leaving these fields blank)
No cost difference exists between Delta and Wye connections

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Notes from bidder:

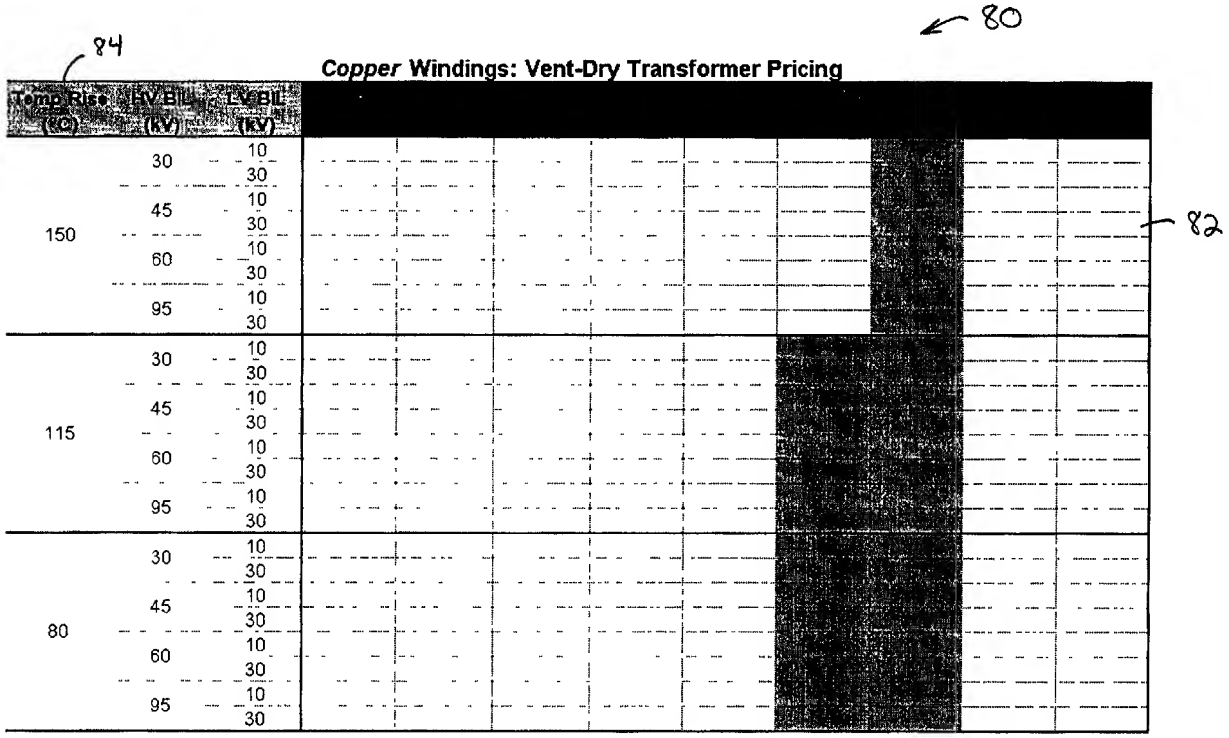
80
84
Copper Windings: Vent-Dry Transformer Pricing
Temp Rise (°C)
HV BIL (kV)
LV BIL (kV)
150
115
80
30
45
60
95
10
30
82

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FIGURE 5

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90

Vent-Dry Transformer Bid Sheet

[illegible] ($)	$8,441
[illegible] ($/kVA)	6.8
[illegible] ($/Temp)	-51.5
[illegible] ($/HV BIL)	27.4
[illegible] ($/LV BIL)	38.5

Price = Const + A(kVA) + B(Temp Rise) + C(HV BIL) + D(LV BIL) — 98

Bid Lot Grand Total: $32,558,288 — 104

Qty	Description		Price
525	Conductor	Cu	$13,904 each — 100
	kVA	1500	
	Temp Rise	150	$7,299,600 item total — 102
	LV BIL	10	
	LV	480	— 92
	HV BIL	95	
	HV	4160	
425	Conductor	Al	$19,745 each
	kVA	2500	
	Temp Rise	150	$8,391,625 item total
	LV BIL	10	
	LV	480	— 92
	HV BIL	60	
	HV	13800	
400	Conductor	Al	$18,148 each
	kVA	2000	
	Temp Rise	115	$7,259,000 item total
	LV BIL	10	
	LV	480	— 92
	HV BIL	60	
	HV	13200	

Qty	Description		Price
400	Conductor	Cu	$13,098 each
	kVA	1000	
	Temp Rise	80	$5,239,200 item total
	LV BIL	30	
	LV	4160	— 92
	HV BIL	30	
	HV	12470	
325	Conductor	Cu	$10,607 each
	kVA	750	
	Temp Rise	115	$3,447,113 item total
	LV BIL	10	
	LV	208	— 92
	HV BIL	95	
	HV	4160	
150	Conductor	Cu	$6,145 each
	kVA	500	
	Temp Rise	150	$921,750 item total
	LV BIL	10	
	LV	480	— 92
	HV BIL	60	
	HV	4160	

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FIGURE 6